

Message Text

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TO AMEMBASSY KUWAIT

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E.O. 11652: NA

TAGS: BEXP KU

SUBJECT: U.S. EFFORTS TO SUPPLY CEMENT AND USED CEMENT PLANT
TO KUWAIT

REF: A. KUWAIT 4511 B. KUWAIT 4596 C. KUWAIT 4654
D. KUWAIT 4721

1. COMMERCE CONTINUES TO DISCUSS CEMENT OPPORTUNITIES WITH
INTERESTED SELLERS AND APPRECIATE RECEIVING THE EMBASSY'S
REPORTS ON KUWAIT'S REACTION TO THEIR OFFERS. FOLLOWING ARE
RESPONSES TO QUESTIONS RAISED IN THE CITED REFTELS.

2. (REF A) U.S. FIRM WITH EXTENSIVE MIDDLE EAST EXPERIENCE
AND ALLIED WITH AN ENGINEERING FIRM IS NEGOTIATING WITH SEVERAL
MAJOR U.S. CEMENT PRODUCERS WITH PLANTS AVAILABLE FOR SHIPMENT
OVERSEAS. FIRM WILL CONTACT SULTAN AND MADOO IF IT SEEMS LIKELY
A PACKAGE CAN BE ASSEMBLED.

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3. (REF B) W.T. PASCOE, PRESIDENT AMERICAN CEMENT COMPANY

(NOW KNOWN AS AMCORD) OF NEWPORT BEACH, CALIFORNIA, HAS NO KNOWLEDGE OF INTERN DISTRIBUTION, INC. OR RICHARD A. BARR AND DISAVOWS THE FACT THAT INTERN OR BARR REPRESENTS AMCORD. INTERN DISTRIBUTION NOT SHOWN IN MINNEAPOLIS TELEPHONE LISTINGS. CREDIT REPORT ON INTERN HAS BEEN ORDERED AND WE WILL TRANSMIT FINDINGS.

4. (REF C) PETER RUMSEY OF THE MARQUETTE CEMENT COMPANY INFORMS US THAT HE HAS WRITTEN MR. MADOO ABOUT SUPPLYING CEMENT TO KUWAIT.

5. (REF C) THE CONCEPT OF TWO SHIPS ANCHORED IN PORT TO BE BULK STORAGE AND PACKAGING FACILITIES MAY BE TECHNICALLY FEASIBLE. PROBLEM WOULD BE IN ACQUIRING THE VESSELS CHEAPLY ENOUGH TO MAKE THE PROJECT ECONOMICALLY VIABLE. IF MADOO WISHES TO PURSUE IDEA, MARAD MAY BE ABLE TO SUPPLY FURTHER INFO.

6. (REF D) LARRY MILLER OF THE SANTEE CORPORATION ADVISES THAT HE IS SERIOUSLY INTERESTED IN SUPPLYING CEMENT AND IS WORKING CLOSELY WITH TWO KUWAITI BUSINESSMEN ON THE PROJECT. MILLER IS WAITING TO TIE DOWN SHIPPING ARRANGEMENTS AND THUS COSTS BEFORE GIVING MADOO A FIRM PRICE. MILLER IS STILL ATTEMPTING TO NEGOTIATE SPECIAL SHIPPING ARRANGEMENTS WITH A MAJOR OIL COMPANY.

7. (REF D) COMMERCE'S OFFICE OF BUSINESS COMMUNICATIONS HAS BEEN UNABLE TO LOCATE ANY RECORD OF ARNOLD PETERS ASSOCIATES AND IS REPLYING BY SEPTEL. INGERSOLL

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